

Presenter's credentials

This course has been designed by, and will be run by, Stephen Brett of Anderson Law LLP.



Solicitor: Stephen is a practising solicitor who qualified in 1997. He is recommended in the Chambers UK Directory 2012 as a leading lawyer in the Intellectual Property field.

Anderson Law LLP is one of 14 UK firms recommended for IP licensing work in the IAM1000 for 2012.

Background: Stephen's expertise is in technology transfer law. He spent five years working as the senior in-house lawyer at Isis Innovation, the technology transfer company owned by the University of Oxford. Returning to private practice, he has continued to act for universities, research institutions and charities. He currently advises the Oxford University Hospitals NHS Trust on a two day a week basis. This rare mix of experience leaves him well placed to understand the needs and priorities of research and commercial clients.

In his time, Stephen has advised on all aspects of the licensing process from strategic planning to negotiation and drafting and has been involved in the formation of over a dozen spin out companies, having acted (in different cases) for the university, the investors and the academics. He has advised universities on research and collaboration arrangements and on intellectual property related questions. In private practice, he has acted for high-tech businesses of all sizes and represented individual inventors, academics and entrepreneurs on a wide spectrum of intellectual property and commercial matters as well as providing training sessions for clients and for external providers. Most recently, he has broadened his horizons by taking on a two day a week role with the NHS, advising on IP and research related agreements. This has proved to be a wide remit encompassing film shoots and archaeological work as well as CDAs, research collaborations and licensing.

Course details

Price: The course fee is £350 plus VAT per person. The price includes course materials, a light lunch, tea and coffee. A 10% discount is offered if two or more people attend from the same organisation.

We can arrange in-house courses for a fixed price at your premises, for between 5 and 20 people. We usually price these on the basis that the client arranges and pays for copying of course materials and the provision of a conference room, lunch, coffee and tea. For example, an in-house course within 100 miles of our offices would cost in the region of £1,750 plus VAT. This price assumes that it is a standard course without 'tailoring' for the client (something which we are happy to discuss). Please ask for further details.

Location and dates

- **Location and dates are to be confirmed but it is intended to offer the course in central London and in other locations if there is sufficient demand.**
- **For further information about Anderson Law LLP, please visit our website at www.andlaw.eu**
- **For further information about this course or to register your interest, please contact Stephen Brett at:**

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Practical Licensing: An intermediate level course for contract managers and administrators

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Practical Licensing: *an intermediate level course for contract managers and administrators*

This course is designed to de-mystify the licensing process. It starts by looking at some pre-contract issues that often come up before the licence itself is negotiated including confidentiality agreements, heads of terms and option agreements. The bulk of the day is spent looking at the major issues and pitfalls in licensing together with liability and risk management. The afternoon closes with a review of matters that can arise after signature including the process of terminating the licence.

The course provides a structured review of the licensing process and examines the major legal issues that arise between identifying a potential licensee and completing the negotiation. It is intended to give delegates a solid understanding of the process and to leave them better able to assess the risks involved.

The course complements other Anderson Law LLP courses looking at detailed drafting issues in licence agreements and contract drafting skills generally.

Who should attend?

This course is designed for people who work in the licensing industry, in whatever field, and who already have some experience of the process. It is suitable for contract managers and administrators from industry, universities, the NHS and other PSREs.

The course programme assumes a basic understanding of contract law and is best suited to those who have at least 6 months experience. Please note that the course is intended to give an overview of the contracting process. It will use case studies and practical examples to help to answer common queries and to offer strategies for approaching common problems. However, it is only a one day course and it will not turn delegates into contract law experts.

Other courses you may want to attend

Delegates may wish to attend some of the other courses offered by Anderson Law LLP in order to obtain further training in specific aspects of the contracting process:

- Introduction to contracts
- Drafting and understanding 'legal' provisions in contracts
- Masterclass on technology licensing
- Masterclass on research collaboration agreements
- Business law for entrepreneurs

Anderson Law LLP can also provide these and other tailored courses on an in-house basis. Please ask Stephen Brett for further details.

Programme

- 9.30 **Introduction**
Outline of the course and an initial look at a specimen licence agreement
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- 9.45 **Pre-contract issues**
- Key elements to consider at the start of the contracting process, including:
 - Background due diligence
 - The function, structure and importance of CDAs
 - What's the point of Heads of Terms?
 - Options and Evaluation Agreements
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- 11.00 **Coffee**
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- 11.15 **The Licence – part 1**
- Structure of a licence with reference to the specimen licence agreement
 - Major issues and pitfalls such as:
 - The extent of rights and obligations to be granted or reserved under the licence
 - Intellectual property ownership, use and management issues
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- 12.45 **Lunch**
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- 13.45 **The Licence – part 2**
- Liability and risk management issues, including:
 - Which is more of a risk: a warranty or an indemnity?
 - Will a limitation of liability clause actually work?
 - Boilerplate: the dull but surprisingly important clauses
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- 15.15 **Tea**
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- 15.30 **Post-contract issues**
- Necessary administration
 - Termination of a licence
 - How easy is it?
 - Some consequences to bear in mind
 - Other options for resolving disputes
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- 17.00 **Close**